

Fund manager

Nikko Asset Management New Zealand Limited (Nikko AM).

Nikko AM is Asia's premier global asset manager. We actively manage over NZ\$4.8 billion of investments for a diverse group of clients, including superannuation schemes, charitable trusts, KiwiSaver scheme providers, corporations and local government along with providing services to financial intermediaries through wrap platforms.

We offer investment management services in domestic sectors (equities, fixed interest and cash) through our Auckland-based investment team and employ offshore managers to manage global sectors (global equities, global bonds and alternative investments).

Portfolio Managers

Stuart Williams, Head of Equities – 1 year tenure. Stuart has wide ranging experience in all aspects of the investment management industry developed over more than 18 years working for ANZ Investments and its predecessors. He has spent eight years performing detailed research and developing investment recommendations on listed companies in both New Zealand and Australia. Stuart has a strong track record in portfolio management of both benchmark relative and high conviction funds. He joined the Auckland-based team in August 2014.

James Lindsay, Senior Portfolio Manager – 16 years tenure. James had a number of years experience in sharebroking prior to becoming an Australasian Equity Analyst at Royal & SunAlliance Asset Management in Wellington. He joined the Auckland-based team in 1999 as an Equity Analyst, before being promoted to the role of Domestic Equities Manager in May 2001 and to Senior Portfolio Manager in April 2012.

Fund launch

July 2009 (a similar portfolio has been operated by Nikko AM since 1996).

Investment objective

The objective of the Fund is to construct a portfolio of authorised investments that outperform the Fund's benchmark return by 3.0% per annum over a rolling three year period before fees, expenses and taxes.

The current benchmark for the Fund is the Australasian Small Companies Composite Index.

Composite index

The Australasian Small Companies Composite Index is a weighted average of the following three indices:

S&P/ASX Small Ordinaries Index (NZD; unhedged)	70%
S&P/NZX SmallCap Index Gross with Imputation	25%
S&P/NZX Call Rate Deposit Index	5%

Investment philosophy

The Fund is managed by Nikko AM's domestic equities team and is designed to provide investors with an exposure to New Zealand and Australian small companies, otherwise referred to as "emerging leaders".

The Fund currently obtains investment exposures by investing in the Nikko AM Wholesale Australasian Small Companies Fund, a wholesale unit trust managed by Nikko AM.

The wholesale fund is skewed to Australian investments and is managed in a manner to provide investors with capital growth and a modest income over a medium investment time frame. Investment positions are actively managed to provide unit holders with a moderate risk exposure to a diverse range of companies and sectors, contained within the Australasian small companies market.

Structure and taxation

The Fund vehicle is a Unit Trust and Portfolio Investment Entity (PIE) which is priced daily. Unit holders elect their own Portfolio Investment Rate. Information is provided to the IRD and unit holders on an annual basis.

PIE eligibility

Nikko AM may take any action it deems appropriate to ensure the Fund remains eligible to be a PIE. This includes the ability of Nikko AM to compulsorily withdraw a unit holder's units and pay the proceeds to that unit holder's nominated bank account.

Distributions

Semi-annual. Last business days of March and September.

Hedging policy

Assets and liabilities are hedged to NZD at the discretion of the Manager.

Management fees and other charges

A management fee of 1.00% per annum calculated as a percentage of the gross asset value of the Fund will be calculated and deducted from the Fund. This fee is calculated daily and is payable to Nikko AM. The management fee may be reduced or waived at our discretion.

Nikko AM may recover expenses (including the Trustee fee) up to a maximum of 0.25% per annum from the Fund.

Performance fee

In the Nikko AM Australasian Small Companies Fund, a performance fee is payable to the Manager of an amount not exceeding 10% per annum of gains over and above the investment objective for the Fund. The investment objective which must be exceeded is the Australasian Small Companies Composite Index plus 3.0% per annum.

The performance fee is calculated after allowance for the management fee, the Trustee's fee or custodial fees and costs and expenses recovered from the Fund for the relevant Financial Year.

The cumulative performance fee for each Financial Year is accrued and adjusted on a daily basis and paid annually in arrears based on the actual performance of the Fund for that Financial Year. Any amount by which the Fund underperforms the Australasian Small Companies Composite Index (or any other index against which the benchmark return is measured) for any previous Financial Years must be recovered before the performance fee is payable for a Financial Year. Underperformance is calculated before allowance for the management fee, the Trustee's fee or custodial fees and costs and expenses recovered from the Fund for any such previous Financial Years.

Buy/sell spread

0.40% / 0.40%

Trustee

Public Trust

Custodian

Public Trust as legal custodian, BNP Paribas Fund Services Australasia Pty Limited delegated as functional custodian.

Minimum investment

Initial investment	\$5,000
Further investments	\$1,000

The Manager may accept applications for investments below the minimum investment amount at its discretion.

Investment restrictions

Nikko AM Wholesale Australasian Small Companies Fund – the wholesale unit trust that the Nikko AM Australasian Small Companies Fund invests into.

Asset class	Target weight	Range
Australian smaller equities	70%	50% – 90%
New Zealand smaller equities	25%	10% – 40%
Cash	5%	0% – 10%

The wholesale fund may also enter into forward currency and other derivative contracts to appropriately manage its foreign currency risk.

Performance

(NZD returns; before tax, after fees and expenses)

1 month	3 months	6 months	1 year
9.02%	2.70%	14.13%	18.40%
2 years (pa)	3 years (pa)	5 years (pa)	Inception (pa)*
14.13%	10.03%	8.97%	10.95%

* August 2009

Contributors to performance – March quarter 2016

What helped	What hurt
APN News & Media	Programmed Maintenance Ltd
NextDC Limited	Lovisa Holdings
Pacific Edge Limited	Impedimed Limited

Top five holdings

Security	Sector
Eclix Group Limited	Financials
IPH Limited	Consumer Discretionary
Ingenia Communities Group	Financials
NZ Refining Company Limited	Energy
Cover More Group	Financials

Number of holdings in portfolio

44

Asset allocation

Australian small companies	73.4%
New Zealand small companies	23.6%
Cash	3.0%

Commentary

Equities went through a roller coaster ride over the first quarter of 2016. US stocks fluctuated on their way to a first monthly gain in four in March, with the S&P 500 near this year's high. Markets rallied as central banks from Asia to Europe and America signalled they stand ready to bolster flagging growth around the world. European stocks extended their third quarterly drop in four to wrap up what had been the worst start to a year since the financial crisis.

The S&P/NZX Small Companies Index rose 5.13% lagging the NZX50 Index which rallied 7.21% over the quarter. The ASX Small Ordinaries rose a mild 1.03% outperforming the broader ASX 200 which fell 2.75% over the quarter in AUD terms. Locally, the Reserve Bank of New Zealand cut the Official Cash Rate (OCR) twice including a surprise cut in early March.

The Fund modestly outperformed its Composite Index for the March month, but underperformed over the quarter. Strong performing stocks included APN News and Media up 29%, **NextDC** +19%, **Pacific Edge** +29% and **EROAD** +22.8%. Stocks detracting over the quarter included property maintenance services company Programmed Maintenance Services and fashion jewellery retailer Lovisa, both of which were sold following poor earnings updates.

The manager was active over the quarter with a number of names added to and sold from the Fund. Over the period Myer, Corporate Travel, Diligent, NZ Oil and Gas, Vocus, Lovisa, MYOB and Garda Property Fund were all sold. New stocks included **Orion Health**, **Wellard**, **Restaurant Brands**, **Tox Free Solutions**, **Aconex**, **iSentia**, **Vista** and **Estia Health**.

The NZ dollar fell 3.91% against the Australian dollar but rose 1.14% against the USD over the quarter. This aided Fund performance due to Australian dollar investments currently being unhedged.

(Bold denotes stock held in portfolio)

This document is issued by Nikko Asset Management New Zealand Limited (Company No. 606057, FSP No. FSP22562) investment manager and promoter of the products included in this document. This information is for the use of researchers, financial advisers and wholesale clients. This material has been prepared without taking into account a potential investor's objectives, financial situation or needs and is not intended to constitute financial advice, and must not be relied on as such. Investors should consult an appropriately qualified financial adviser and the current Investment Statement, Prospectus or Information Memorandum. Applications to invest will only be accepted if made on an application form attached to that current Investment Statement or Information Memorandum. Past performance is not a guarantee of future performance. While we believe the information contained in this document is correct at the date of presentation, no warranty of accuracy or reliability is given and no responsibility is accepted for errors or omissions including where provided by a third party.

General Enquiries: NZenquiries@nikkoam.com | +64 9 307 6363